

CLEVELAND PUBLIC LIBRARY  
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CORPORATION FILE

# GRAND UNION

1956

Annual Report



*Our Eighty-fourth Year*



# Annual Report

*for the fiscal year  
ended March 2, 1957*

## CONTENTS

Financial Highlights .....	2
The Year In Review .....	3
Picture Highlights of 1956 .....	6
Consolidated Balance Sheets .....	8
Consolidated Statements .....	10
Five Year Comparisons .....	11
Officers and Directors .....	12
Auditor's Report .....	12

**THE GRAND UNION COMPANY**

100 Broadway, East Paterson, N. J.



# Financial Highlights

*The Grand Union Company  
and its subsidiaries*

	1956	1955
NET SALES	\$374,155,488	\$283,003,166
EARNINGS BEFORE TAXES	\$10,049,315	\$7,284,125
FEDERAL INCOME TAXES	\$5,000,000	\$3,700,000
NET EARNINGS	\$5,049,315	\$3,584,125
EARNINGS PER COMMON SHARE	\$2.43	\$1.80*
TOTAL INVENTORIES	\$26,746,000	\$21,967,944
NUMBER OF EMPLOYEES	13,500	10,500
NUMBER OF COMMON STOCKHOLDERS	5,673	4,535

\*Based on shares outstanding at the end of the year, adjusted for 5% common stock dividend paid May 25, 1956. Earnings per share are stated after dividends paid on the 4½% Cumulative Preferred Stock.

# The Year in Review

Lansing P. Shield, President  
The Grand Union Company



## *Letter to Stockholders of The Grand Union Company*

Sales and earnings of The Grand Union Company during the fiscal year 1956 were the highest in the company's eighty-four year history.

Of even greater significance, however, were the steps taken during the twelve months to insure the continued future growth of the Company. Among these were:

- Formation of a realty corporation to locate and develop large regional shopping centers throughout the East in which Grand Union will have the right of first refusal on supermarket locations.
- Development of the Triple-S trading stamp corporation into a leader in its field.
- Decentralization of two divisions of the company to increase operating efficiency.
- Successful operation of the largest non-food department ever installed in the East.
- Initiation of large-scale, 24-hour out-door automatic food vending on an experimental basis.
- Construction, almost completed, of the first unit of the company's largest, most modern food distribution center.

### **RECORD HIGHS REACHED IN SALES AND NET PROFITS**

Record sales and earnings and the payment of increased dividends to stockholders were financial highlights of the year.

Sales for the 52-week period ended March 2, 1957, totaled \$374,155,488. This was 32.2% higher than the record-breaking \$283,003,166 in sales achieved in the 53-week fiscal year of 1955. Not only were the current year's sales greater than ever; the percentage increase over 1955 set

a new high for the Company.

Earnings, which also reached a record level, were \$5,049,315 equal to \$2.43 per common share during 1956 compared with \$3,584,125 or \$1.90 per share during fiscal 1955, an increase of 41%. Fiscal 1956 per share figures are based on 1,979,102 shares of Common Stock outstanding, par value \$5 per share, as against 1,759,031 shares of such stock outstanding at the close of fiscal 1955.

During the past fiscal year cash dividends of \$.60 per share of Common Stock were paid to stockholders. In addition, a stock dividend in the amount of 5%, was paid in May. This compares with cash payments equivalent to \$.57½ per share and a 4% stock dividend in 1955.

After the close of the 1956 fiscal year, the Board of Directors at a meeting on April 12, 1957, voted a 5% stock dividend and a quarterly cash dividend of 18¢ per share on the company's common stock, both payable on May 24 to stockholders of record April 29. Through the latter action, the annual rate of the cash dividend on common stock was increased by 20%, from 60¢ to 72¢.

### **PURCHASE OF FLORIDA CHAIN HIGHLIGHTED YEAR'S EXPANSION PROGRAM**

Grand Union began operating supermarkets in the deep South for the first time during 1956 when the four-store "B-Thrifty" chain of Miami, Florida, was purchased in June. The scope of the company's operations in the prosperous, rapidly growing South Florida area was rapidly expanded by the opening of a fifth B-Thrifty store in



August, purchase of the two "Value" markets in November and the three "Tanner" stores in January. Grand Union Supermarkets, Inc. of Florida, now operating 10 stores, is the third largest food chain in the Miami area, having captured approximately 12% of the retail food business there within nine months.

Leases have been signed for three additional stores in Florida and plans are being made for future expansion.

Completing a long-planned addition to its stores operating in the Mid-Hudson Valley, Grand Union last June acquired the highly successful six-store chain of supermarkets operated by Food Center Supermarkets, Inc. from headquarters in Peekskill, N. Y. The new Food Center group greatly strengthens Grand Union's representation in the prosperous Hudson Valley area.

All told, Grand Union acquired 17 markets by purchase during the year. Twenty-eight new supermarkets were opened and six supermarkets were enlarged and modernized. Thirty-four outmoded stores, many of them service units, were closed. At year's end, Grand Union was operating 356 food markets in nine states, the District of Columbia and Canada. This compares with 345 stores in operation at the beginning of the year.

#### **EASTERN SHOPPING CENTERS, INC.**

Increasing competition among retail food chains for desirable shopping center locations caused the company during 1956 to organize Eastern Shopping Centers, Inc. Capitalized initially at \$6,280,000, this realty corporation is to build and operate shopping centers throughout the Eastern part of the United States. Grand Union has first right to lease supermarket units in all centers built by Eastern.

During August, 1956, Grand Union stockholders and debenture holders were offered rights to purchase 2,140,000 shares of Common Stock of the new corporation. The issue was promptly over-subscribed. In addition, 1,000,000 shares were purchased by The Grand Union Company.

Grand Union transferred ownership of three shopping center sites — in Wall Township, N. J., Owego, N. Y. and West Springfield, Massachusetts — to the new corporation. Since then properties have been acquired by Eastern in or near Washington, D. C.; St. Petersburg and Bradenton, Fla. Options to purchase additional sites have been obtained in Vestal, N. Y. and other locations.

The first shopping center to be developed by Eastern is expected to open in July in Wall Township, N. J. Grand Union will operate the sole supermarket in the center.

#### **DEVELOPMENT OF TRIPLE-S**

To keep pace with the rapid spread of trading stamps as a sales promotion aid in the retail food

industry, Grand Union organized the Stop and Save Trading Stamp Corporation early in 1956. This wholly-owned subsidiary, which distributes "Triple-S Blue Stamps", has developed into one of the foremost organizations in the stamp field.

More than 2,000,000 people, customers of Grand Union markets and 2,600 other retail establishments, now save Blue Stamps each week. Stamps are being redeemed in constantly increasing quantities in 29 modern Triple-S Redemption Centers which have been opened since last March.

#### **DECENTRALIZATION**

Experience has proved that greater efficiency in operations results when full authority over store operations, merchandising, sales promotion, store development and distribution is placed in the hands of local management. Accordingly, Grand Union's planned program of decentralization at the Division level was continued in 1956.

The 54-store Central Division began decentralized operations from its new Headquarters in East Syracuse, N. Y. in February, following months of intensive preparation.

Developments in the southern part of New Jersey, including plans for future expansion, led to the decision to decentralize in that area. Accordingly, in January, a new South Jersey Division was set up on a decentralized basis.

#### **DEVELOPMENT OF NON-FOODS**

Pioneering has been characteristic of Grand Union through the years. An admittedly experimental development in 1956, but one presaging the scope of supermarkets to come, was the doubling in size of the store at Keansburg, N. J. to accommodate the largest non-foods department yet to be installed in any of the markets. Now providing almost an acre of shopping space, and having frontage of more than a city block, this "one-stop" supermarket offers the customer more

Grand Union's supermarket in Keansburg, N. J. was doubled in size during the year by a 20,000 square foot addition in which only non-food merchandise is sold.





than 20,000 items of merchandise, approximately 15,000 of them in the non-foods department.

#### **AUTOMATIC VENDING**

Another innovation in marketing introduced by Grand Union during the past year was round-the-clock, all-night, Sunday and holiday shopping through a battery of eight vending machines recessed into the front of the East Paterson store. These machines provide as many as 50 different items, including eggs, bread, coffee, meats, fish, butter, cheeses and other staples.

Still experimental, this installation is providing needed experience to guide the Company in its exploration of the yet uncharted field of automation as applied to retail selling.

#### **NEW DISTRIBUTION CENTERS**

Continued rapid expansion of operations in the Middle Atlantic area led the Company to acquire a 38-acre site in Mt. Kisco, N. Y. last Fall on which to construct a new Metropolitan Distribution Center. The first unit of this 600,000 square foot Center, one of the largest, most modern and complete food distribution installations in the East, is now nearing completion. When it opens this summer, it will serve Grand Union markets operating in lower New York State and Connecticut. These stores are now being supplied from our distribution center in Carlstadt, N. J.

Plans have also been completed for a new 145,000 square foot Canadian Distribution Center, which will include 20,000 square feet of office space, in Toronto. Construction is expected to begin this Spring, and the Center should be in operation next summer.

Completion of these two new distribution centers will make it possible to insure efficient service for the growing number of new, larger supermarkets which have been projected for both the Middle Atlantic and Canadian Divisions within the next few years.

New Metropolitan Distribution Center in Mount Kisco, N. Y., one of the largest, most modern food distribution installations in the East, will begin operations this summer.



#### **PERSONNEL PROGRAM**

One of the Company's guiding principles in employee relations is that all employees, at every level, should have an opportunity to share in profits. Experience has shown that this is best accomplished through the operation of an Employees' Restricted Stock Option Plan.

The Company's original Stock Option Plan was established in 1951. At the annual meeting last May, stockholders approved a proposal by management that a new Stock Option Plan, calling for the eventual distribution of 200,000 shares of Common Stock, be made available to employees. Shortly after the 1956 plan became effective, more than 140,000 shares of Common Stock were placed under option for eventual distribution.

During the year, 703 employees exercised their options to purchase 21,649 shares of Grand Union stock. Employees who thus become part-owners of the Company remain with the Company longer and contribute more effectively to successful operations.

One segment of Grand Union's management training program — advanced training in food distribution for selected employees at Michigan State University — was given special emphasis. The Michigan State course, which is the only one of its kind in the United States, offers undergraduate and graduate degrees in food distribution. Grand Union has been a leader in this program since its inception eight years ago.

Last year eight Grand Union employees studied at the University, four on company scholarships, three on scholarships provided by food industry suppliers, and one on a scholarship received from "Opportunities Unlimited".

#### **ROUTE DIVISION**

The Route Division, which now has 416 direct-to-the-home sales routes covering a 23-state area extending from Maine to Utah, continued to be consolidated during the year.

At the end of the year efficiency and average sales per route were near an all-time high.

#### **BOARD OF DIRECTORS**

During the year two new directors were elected to the Board. Your company feels it is fortunate, indeed, to have William I. Myers and Raymond H. Fogler associated with Grand Union. Dr. Myers is Dean of the New York State College of Agriculture at Cornell University, and a member of the Boards of Directors of a number of major corporations. Mr. Fogler, former President of the W. T. Grant Co., was until recently Assistant Secretary of the Navy.

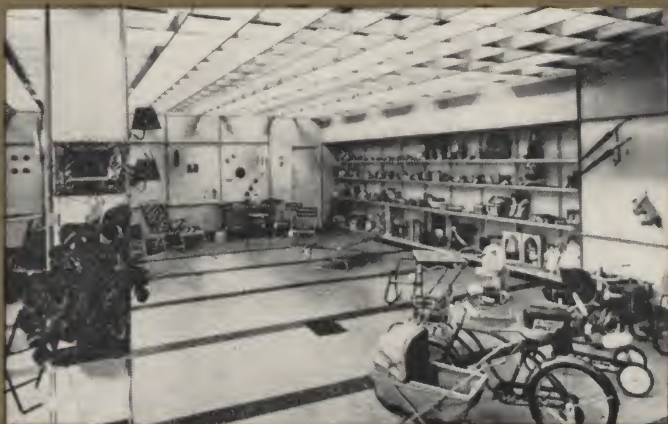
*Lansing P. Shined*



# Picture Highlights of 1956

Eight days after Grand Union's "Headquarters" supermarket in East Paterson, N. J. was closed by fire in July, 1956, customers were thronging the "Big Top" supermarket under canvas which served as a replacement for three months.

Unique curved Food-O-Mat, first of its kind, is feature of enlarged, completely renovated "Headquarters" supermarket in East Paterson which re-opened in October, 1956.



Attractive interior of one of twenty-nine new Triple-S Redemption Centers opened during year in Grand Union communities from Albany, New York to Miami, Florida.

Shopping never stops at Grand Union's Food-O-Matic, battery of eight outdoor vending machines recessed into the front wall of the East Paterson store. It offers customers an around-the-clock choice of some fifty food items.







Donald St. Hilaire, manager of Grand Union's store in Hoosick Falls, N. Y., is shown with his wife as Congressman Dean P. Taylor congratulates him on receiving the 1956 "Good Citizenship" award from The National Association of Food Chains. Don was one of twelve chain store managers in the nation so honored.



Shopping is a pleasure in Grand Union's "stores of tomorrow", as evidenced by this delighted pair admiring the distinctive design of the "Hospitality Bar" in a recently opened supermarket.



Grand Union's arch-roofed supermarket in Utica is one of the largest stores in central New York state. It opened in May, 1956.

Stores operated by Grand Union Supermarkets, Inc. of Florida have doubled in number since this fifth "B-Thrifty" market opened in Miami last August.







# THE GRAND UNION

## Consolidated

### ASSETS

	<u>MARCH 2, 1957</u>	<u>MARCH 3, 1956</u>
Current assets:		
Cash .....	\$ 7,166,232	\$ 5,675,756
U. S. Government obligations, at cost .....	—	4,485,829
Accounts receivable, less allowance for losses .....	2,119,641	2,001,958
Properties under construction, to be sold and leased back .....	4,133,006	—
Inventories, at the lower of cost or market (Note 1) .....	26,746,000	21,967,944
Total current assets .....	40,164,879	34,131,487
Investment in affiliated company, at cost (Note 2) .....	2,000,000	—
Fixed assets, at cost less allowances for depreciation and amortization; 1957, \$10,200,903; 1956, \$7,359,380:		
Warehouse and store properties .....	5,878,235	6,198,247
Fixtures and equipment .....	22,024,916	16,732,023
Leasehold improvements .....	4,599,696	3,139,719
Premiums advanced to customers, less allowance for losses .....	580,526	617,528
Operating and construction supplies .....	558,189	686,494
Other assets and deferred charges .....	1,419,288	990,008
Cost of investments in subsidiaries over related net assets at dates of acquisition .....	2,236,863	1,396,140
	<u>\$79,462,592</u>	<u>\$63,891,646</u>

### NOTES TO FINANCIAL STATEMENTS

1 Cost of inventories is determined as follows: at warehouses, "average" or "first-in, first-out"; at retail outlets, "retail method."

2 The investment represents approximately 32% of the outstanding common stock of Eastern Shopping Centers, Inc., organized in May 1956 to acquire, develop and operate shopping centers. The net assets of Eastern Shopping Centers, Inc. at December 31, 1956 amounted to \$6,176,696.

3 The debentures are convertible into common stock at a price of \$20.74 principal amount of debentures for each share of stock. The conversion price increases after September 15, 1959 and is subject to certain adjustments as specified in the indenture.

4 Certain of the note agreements and the debenture indenture contain provisions as to the maintenance of working capital and payment of cash dividends. The most restrictive of these provides that consolidated working capital may not be less than \$12,000,000 and that payments for net acquisitions of the company's stocks and for cash dividends will be limited in the aggregate to 75% of the consolidated net earnings after February 26, 1955. Since February 26, 1955, 75% of the consolidated net earnings have exceeded such payments by approximately \$3,870,000.

5 The company, under employees' restricted stock option plans, has granted options to certain officers and employees to purchase shares of common stock at 95% of market price on the dates the options were granted.



# COMPANY AND ITS SUBSIDIARIES

## Balance Sheets

### LIABILITIES

#### Current liabilities:

	<u>MARCH 2, 1957</u>	<u>MARCH 3, 1956</u>
Bank loans and acceptances payable .....	\$ 3,922,482	\$ 724,639
Promissory notes due within one year .....	500,000	500,000
Accounts payable and accrued expenses .....	17,430,916	13,802,710
Provision for federal income taxes .....	4,596,798	3,558,404
Total current liabilities .....	26,450,196	18,585,753
Promissory notes payable after one year in varying amounts annually through 1972 .....	12,537,500	13,037,500
3½% Convertible subordinated debentures, due 1969 (Note 3) ....	2,558,900	3,180,900
Liability for unredeemed trading stamps, less estimated amount included in current accrued expenses .....	1,430,000	—
Other noncurrent liabilities and reserves .....	818,569	472,220
	<u>\$43,795,165</u>	<u>\$35,276,373</u>

### CAPITAL

4½% Cumulative preferred stock, \$50 par value, callable at \$52 per share; authorized 116,000 shares, issued 115,529 shares ....	\$ 5,776,450	\$ 5,776,450
Common stock, \$5 par value, authorized 4,000,000 shares, issued 1,980,453 shares at March 2, 1957 (Notes 3 and 5) .....	9,902,265	8,801,910
Capital surplus, as annexed .....	14,599,728	9,547,414
Earnings retained for use in the business, as annexed (Note 4) ....	5,589,960	4,690,378
	35,868,403	28,816,152
Less, Treasury stock at cost (1351 common shares, \$5,239; 4538 preferred shares, \$195,737; at March 2, 1957) .....	200,976	200,879
	<u>\$35,667,427</u>	<u>\$28,615,273</u>
	<u>\$79,462,592</u>	<u>\$63,891,646</u>

### NOTES TO FINANCIAL STATEMENTS

Options granted are exercisable at various dates to December 31, 1965. A summary of transactions for the current fiscal year with respect to stock options under the plans follows:

Options outstanding March 3, 1956 .....	63,204
Options granted at \$29.18 and \$28.74 per share .....	135,250
Shares added to reflect 5% stock dividend .....	3,295
	201,749
Options cancelled .....	5,281
Options exercised at average price of \$12.40 per share .....	21,649
Options outstanding March 2, 1957 at prices ranging from \$11.10 to \$29.24 per share ....	174,819

There were 3241 and 68775 additional shares available for future options at the beginning and end of the year, respectively.

6 The companies have 238 leases expiring after February 29, 1960 applicable to properties in operation at March 2, 1957. The minimum annual rentals on such leases aggregate approximately \$4,080,000 of which \$1,810,000 applies to leases expiring prior to March 1, 1967 and \$2,270,000 applies to leases expiring thereafter but prior to 1991.

7 Costs and expenses include depreciation and amortization of \$2,676,693 and \$2,040,132 for the periods ended in 1957 and 1956, respectively.

# Consolidated Statements

## INCOME AND RETAINED EARNINGS

	FIFTY-TWO WEEKS ENDED MAR. 2, 1957	FIFTY-THREE WEEKS ENDED MAR. 3, 1956
NET SALES .....	\$374,155,488	\$283,003,166
Cost of sales .....	300,532,296	229,442,899
Gross profit .....	<u>\$ 73,623,192</u>	<u>\$ 53,560,267</u>
Selling, general and administrative expenses:		
Salaries and bonuses to employees in the sales departments .....	\$ 29,929,101	\$ 24,419,302
Advertising and other selling expenses .....	20,946,211	12,138,130
Rents for retail outlets .....	4,290,406	3,260,007
Administrative and general expenses .....	5,772,030	4,565,257
Taxes, including social security, state and local .....	1,955,002	1,434,521
	<u>\$ 62,892,750</u>	<u>\$ 45,817,217</u>
	\$ 10,730,442	\$ 7,743,050
Other deductions, principally interest expense, net .....	681,127	458,925
Income before provision for income taxes .....	10,049,315	7,284,125
Provision for United States and Canadian income taxes .....	5,000,000	3,700,000
NET INCOME .....	5,049,315	3,584,125
Retained earnings at beginning of period .....	4,690,378	4,088,409
	<u>9,739,693</u>	<u>7,672,534</u>
Deduct, Dividends:		
On common stock:		
In cash, \$.60 per share .....	1,145,598	962,994
In common stock, based on market price .....	2,754,412	1,769,432
On 4½% cumulative preferred stock, in cash .....	249,723	249,730
Earnings retained for use in the business at end of period (Note 4) ...	<u>\$ 5,589,960</u>	<u>\$ 4,690,378</u>

## CAPITAL SURPLUS

Balance, beginning of period .....	\$ 9,547,414	\$ 4,199,728
Add:		
Excess of retained earnings capitalized in connection with stock dividends over the par value of shares issued .....	2,310,152	1,453,462
Excess of amounts received over par value of shares of common stock issued under employees' stock option plan (Note 5) .....	160,231	383,793
Excess of market over par value of shares of common stock issued in exchange for investments in subsidiaries .....	2,119,205	1,797,625
Excess of principal amount of convertible debentures converted to common stock over the par value of shares issued (Note 3) .....	462,726	1,712,806
Balance, close of period .....	<u>\$14,599,728</u>	<u>\$ 9,547,414</u>

The accompanying notes are an integral part of these statements.



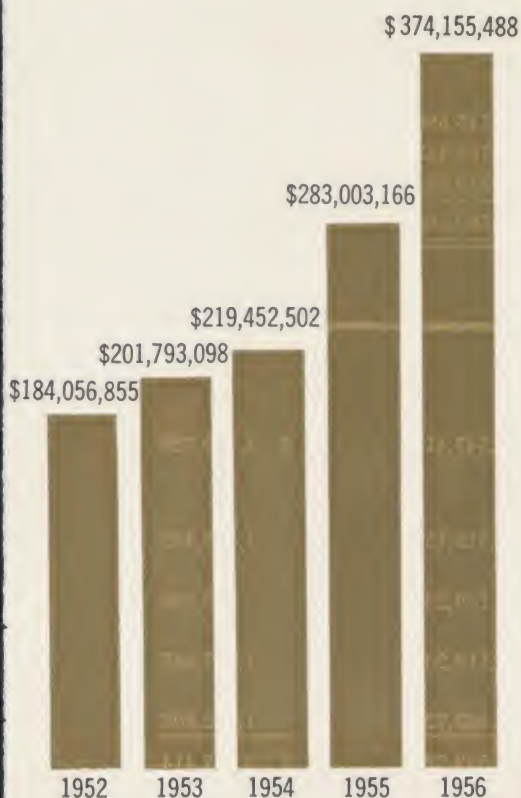
# 5-Year Comparisons

## RELATING TO OPERATIONS

YEAR	NET SALES	EARNINGS BEFORE TAXES ON INCOME	FEDERAL INCOME TAXES	NET EARNINGS	EARNINGS PER COMMON SHARE *
1956	\$374,155,488	\$10,049,315	\$5,000,000	\$5,049,315	\$2.43
1955	\$283,003,166	\$7,284,125	\$3,700,000	\$3,584,125	\$1.80
1954	\$219,452,502	\$5,622,273	\$2,750,000	\$2,872,273	\$1.67
1953	\$201,793,098	\$4,402,755	\$2,075,000	\$2,327,755	\$1.35
1952	\$184,056,855	\$3,051,276	\$1,325,000	\$1,726,276	\$ .98

\*Based on shares outstanding at the end of the respective periods adjusted for (a) subsequent common stock dividends which were paid at the rate of 5% during each of the years 1952, 1953, 1954, 1956, and at the rate of 4% during the year 1955, and (b) the two-for-one split effective May 26, 1955. Earnings per share are stated after dividends paid on the 4½% Cumulative Preferred Stock.

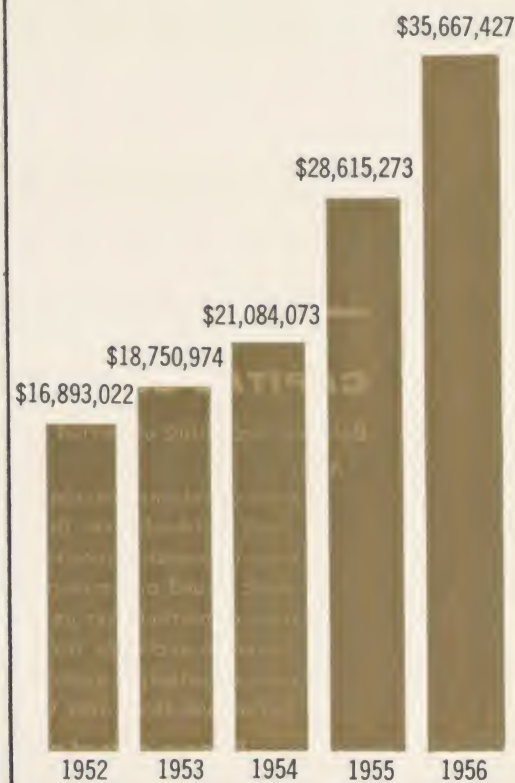
### ANNUAL SALES FOR 5 YEARS



### NET EARNINGS FOR 5 YEARS



### NET WORTH FOR 5 YEARS



# THE GRAND UNION COMPANY

## OFFICERS

LANSING P. SHIELD, *President*  
HUGH J. DAVERN, *Senior Vice-President*      THOMAS C. BUTLER, *Treasurer*  
WILLIAM F. DEMPSEY, *Vice-President*      LLOYD W. MOSELEY, *Vice-President*  
GARLAND MILBURN, *Vice-President*      WILLIAM H. PREIS, *Vice-President*  
EARL R. SILVERS, JR., *Secretary*

## DIRECTORS

THOMAS C. BUTLER	GARLAND MILBURN
HUGH J. DAVERN	WILLIAM I. MYERS
RAYMOND H. FOGLER	*JOHN E. RAASCH
*LOUIS A. GREEN	*THOMAS J. SHANAHAN
IRVING KAHN	*LANSING P. SHIELD

\*Executive Committee

## TRANSFER AGENT

THE CHASE MANHATTAN BANK      11 Broad Street, New York, N. Y.

## REGISTRAR

THE CHEMICAL CORN EXCHANGE BANK      30 Broad Street, New York, N. Y.

## AUDITOR'S REPORT

*The Grand Union Company, East Paterson, New Jersey*

We have examined the consolidated balance sheet of The Grand Union Company and its subsidiaries as of March 2, 1957 and the related statements of income and retained earnings and of capital surplus for the fifty-two weeks then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records of the companies and such other auditing procedures as we considered necessary in the circumstances. We were furnished with financial statements of certain domestic subsidiaries, together with the reports thereon of other accountants. We made a similar examination for the fifty-three weeks ended March 3, 1956.

In our opinion, based upon our examinations and upon the above-mentioned reports of other accountants, the accompanying balance sheets and related statements of income and retained earnings and of capital surplus (pages 8 to 10) present fairly the consolidated financial position of The Grand Union Company and its subsidiaries at March 2, 1957 and March 3, 1956 and the consolidated results of their operations for the respective periods then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

*New York, April 23, 1957*

*Lybrand, Ross Bros. & Montgomery*





# **GRAND UNION** operates Food Markets in nine eastern states, the District of Columbia and Canada

## **CONNECTICUT**

BRISTOL  
DANBURY  
DARIEN  
FAIRFIELD  
GLENBROOK  
GREENWICH  
HAMDEN  
MANCHESTER  
NAUGATUCK  
NEW CANAAN  
NEW HAVEN  
STAMFORD  
WEST HAVEN

## **MARYLAND**

BETHESDA  
HYATTSVILLE  
OXON HILLS  
RIVERDALE  
ROCKVILLE  
TACOMA PARK  
WHEATON

## **MASSACHUSETTS**

GREENFIELD

## **NEW JERSEY**

ASBURY PARK  
BERGENFIELD  
BLAIRSTOWN  
BRANCHVILLE  
BURLINGTON  
CEDAR GROVE  
CLIFTON (2)  
DENVER  
EAST PATERSON (2)  
EAST RUTHERFORD  
ENGLEWOOD  
FAIR LAWN (2)  
FREEHOLD  
GLEN RIDGE  
GLEN ROCK  
HACKENSACK  
HALEDON  
HAWTHORNE  
HO-HO-KUS

## **KEANSBURG**

MAYWOOD  
MIDLAND PARK  
MIDVALE  
MORRISTOWN  
MT. HOLLY  
NEWTON  
NIXON  
NORTH ARLINGTON  
OGDENSBURG  
ORADELL  
PATERSON  
PLAINFIELD  
POMPTON LAKES  
RAHWAY  
RAMSEY  
RIDGEWOOD  
RUTHERFORD  
SAYREVILLE  
SOUTH RIVER  
SPRINGFIELD  
SUMMIT  
TENAFLY  
TOMS RIVER  
UNION  
WALDWICK  
WASHINGTON  
WEST ENGLEWOOD  
WEST ORANGE  
WESTWOOD  
WYCKOFF

## **NEW YORK**

ADAMS  
AFTON  
ALBANY  
AMSTERDAM  
APALACHIN  
ARMONK  
AUBURN  
AU SABLE FORKS  
BABYLON  
BAINBRIDGE  
BALLSTON SPA  
BATH  
BAYSHORE  
BEACON  
BINGHAMTON (5)  
BOLTON LANDING  
BOONVILLE  
CANTON  
CARMEL  
CHAMPLAIN  
CHAPPAQUA  
COBLESKILL  
COLD SPRING  
COOPERSTOWN  
CORNWALL-ON-HUDSON  
CORTLAND  
CROGHAN  
CROTON-ON-HUDSON  
CROWN POINT  
DANVILLE  
DELHI  
DELMAR  
DE WITT  
DOVER PLAINS  
EAST SYRACUSE  
EAST WILLISTON  
ELIZABETHTOWN  
ELMIRA (3)  
ENDICOTT (2)  
FISHKILL  
FORT EDWARD  
GARDEN CITY (2)  
GLENS FALLS (2)  
GOSHEN  
GRANVILLE  
GREAT NECK (2)  
HAMILTON  
HANCOCK  
HARTSDALE  
HAVERSTRAW  
HERMON  
HIGHLAND  
HIGHLAND FALLS  
HIGHLAND MILLS  
HOBART  
HOOSICK FALLS  
HORSEHEADS  
HUDSON  
HUDSON FALLS  
HYDE PARK  
INDIAN LAKE  
IRVINGTON  
ITHACA  
JOHNSON CITY  
JORDAN  
KEESEVILLE  
KINGSTON (2)  
LAKE GEORGE  
LAKE PLACID  
LARCHMONT (2)  
LEVITTOWN (2)  
LONG LAKE  
LOWVILLE  
MAHOPAC  
MAMARONECK  
MANHASSET  
MARATHON  
MIDDLETOWN  
MILLBROOK  
MONROE  
MORAVIA  
MOUNT VERNON  
NANUET  
NASSAU  
NEWBURGH (2)  
NEW PALTZ  
NEW ROCHELLE

## **NEW YORK (24)**

BRONX (7)  
MANHATTAN (9)  
QUEENS (8)  
NYACK  
ONEIDA  
ONEONTA  
OSSINING  
OWEGO  
PAINTED POST  
PAWLING  
PEARL RIVER  
PEEKSKILL  
PELHAM MANOR  
PERU  
PINE PLAINS  
PLAINVIEW  
PLATTSBURGH  
PLEASANTVILLE  
PORT HENRY  
PORT JERVIS  
PORT WASHINGTON  
POUGHKEEPSIE (2)  
RED HOOK  
REMSEN  
RENSSELAER  
RHINEBECK  
ROCKVILLE CENTRE  
ROUSES POINT  
RYE  
SALEM  
SARANAC LAKE  
SARATOGA  
SAUGERTIES  
SCHENECTADY (2)  
SCHROON LAKE  
SCHUYLERVILLE  
SCOTIA (2)  
SOUTH GLENS FALLS  
SPRING VALLEY  
SUFFERN  
SYRACUSE  
TARRYTOWN (2)  
TICONDEROGA  
TROY  
TUCKAHOE  
TUPPER LAKE  
TUXEDO  
UNION  
UTICA  
VALLEY STREAM  
VESTAL  
WALDEN  
WANTAGH  
WAPPINGERS FALLS  
WARRENSBURG  
WARWICK  
WASHINGTONVILLE  
WATERLOO  
WATERTOWN  
WATERVILLE  
WATERVLIET  
WAVERLY  
WAYLAND  
WESTPORT  
WHITEHALL  
WHITE PLAINS  
WHITNEY POINT  
WILLSBORO  
WOODSTOCK

## **PENNSYLVANIA**

BLOSSBURG  
GALETON  
MATAMORAS  
MILFORD  
WILKES-BARRE

## **VERMONT**

BARRE  
BENNINGTON  
BRANDON  
BRATTLEBORO  
BRISTOL  
BURLINGTON (2)  
FAIRHAVEN  
JOHNSON  
MANCHESTER CENTER  
MORRISVILLE  
NEWPORT  
NORTH BURLINGTON  
NORTHFIELD  
ST. ALBANS  
WILMINGTON  
WINOOSKI

## **VIRGINIA**

ALEXANDRIA (3)  
ARLINGTON (4)  
FAIRFAX  
FALLS CHURCH (2)  
RICHMOND

## **WASHINGTON, D. C. (5)**

## **FLORIDA**

MIAMI (10)

## **ONTARIO, CANADA**

ACTON  
AJAX  
ANCASTER  
AYLMER  
BRANTFORD  
BURLINGTON  
CALEDONIA  
DELHI  
DUNDAS  
DUNNVILLE  
FERGUS  
GALT  
GEORGETOWN  
GRIMSBY  
GUELPH  
HAGERSVILLE  
HAMILTON (7)  
INGERSOLL  
KITCHENER (2)  
LONDON (2)  
NIAGARA FALLS  
NORWICH  
OAKVILLE  
STONY CREEK  
STRATHROY  
TORONTO  
WELLAND  
WESTON  
WHITBY



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